AFP Aloha Chapter
2019 Annual Meeting
December 4, 2019
The Pacific Club

(The following is taken and edited from the printed Annual Report distributed at the 2019 Annual Meeting and Luncheon held on December 4, 2019.)

Message & 2019 Highlights from Aloha Chapter President Cathy Alsup, CFRE

Aloha! The Association of Fundraising Professionals Aloha Chapter continued to thrive and move the fundraising momentum forward in 2019. Thanks goes out to our amazing volunteers (and Susan Oshiro, our superstar chapter administrator) who put together quality activities including professional advancement sessions, networking events, and collaboration with our Hawaii partners in advancing philanthropy through professional, ethical fundraising.

I am most thankful this year for all of you—for taking on the leadership role to advance professional fundraising within your own communities. My congratulations to our new incoming board members and a special mahalo to our hard-working departing board members, for their many years of dedication in leading our local AFP chapter.

On behalf of the AFP Aloha Chapter board, we wish all of you a wonderful holiday season and hope to see you in 2020!

Mahalo, Cathy

2019 Aloha Chapter Highlights

☆ **6 professional development sessions** held in Hawaii, 1 of those on Maui.
☆ **3 networking Pau Hana events:** September 6 at the Boy Scout of America, Aloha Council; November 13 at the Sheraton Waikiki (NPD); December 4 at The Pacific Club.
☆ **30 scholarships provided by Aloha Chapter** for professional development events, valued at over $4,400 for neighbor island travel and Oahu/Maui registration fee waivers.
☆ **4 members obtaining CFRE credentials in 2019:** Eric La'a, Cara Mazzei, Inger Tully, and Keoni Vaughn, with others planning to take their exams in 2020.
☆ **Raised over $4,200 for the AFP annual campaign Be The Cause**, including 100% board participation. If you haven't done so yet, please make your gift by 12/31/19.

2019 Professional Development Recap

- **March 31-April 2 – AFP International Conference in San Antonio, Texas:** 12 Aloha Chapter members attended including Jennifer Oyer, CFRE, who was a session presenter.
- **May 29 – Webinar: "Showcasing the Best of Digital Fundraising" by Rachel Clemens:** 8 attendees.
- **June 19 – Donor Communications Conference (Oahu) presented by Lynne Wester:** 55 attendees participated in a hands-on presentation on how to create communications donors want to consume and share.
- **June 21 – Donor Communications Workshop (Maui) presented by Lynne Wester:** 29 attendees participated in an abbreviated version of Lynne's Oahu presentation.
- **August 13 – Webinar: "Behavior Based Donor Relations for Annual Giving Donors":** 18 attendees.
- **September 16-17 – Fundamentals of Fundraising**, 2-day training on Oahu: 9 attendees, including 3 from Hawaii Island with 6 Aloha Chapter ACFRE/CFRE/MBA-accredited members serving as faculty.
- **October 3-5 – AFP Leadership Academy in Phoenix, Arizona:** Cathy Alsup, CFRE, represented the Aloha Chapter at the three-day leadership learning conference.
- **October 15 – The Art of Digital Storytelling:** 36 attendees listened as a panel featuring local professionals shared how they utilize digital media to showcase impact and results for their organizations.
- **November 13 – National Philanthropy Day:** 169 conference attendees with 12 breakout sessions and 26 local and mainland presenters.

AFP Aloha Chapter
2019 Annual Meeting Agenda

I. Call to Order — Cathy Alsup, CFRE, President

II. Approval of 2018 Annual Meeting Minutes — Laura Kay Rand, Secretary

III. Review of 2019 Financials — Cathy Alsup, CFRE

IV. Recap of 2019 Chapter Accomplishments; Confidence in our Future — Cathy Alsup, CFRE

v. Acknowledgment of 2019 Board Members — Cathy Alsup, CFRE

2019 Board Members

Officers

President
Cathy Alsup, CFRE
Past President
Sanae Tokumura, ACFRE, APR*
President-Elect
Angela Britten, CFRE
Treasurer
Patti Look*
Secretary
Laura Kay Rand

Directors

Chelsie Castillo*
Jennifer Dotson*
Pi'ilani Kai, MSW
Janice Knapp, CFRE
Eric La'a, CFRE
Cynthia Lallo, CFRE
Cara Mazzei, CFRE
Michelle Morihara, MBA
Jennifer Oyer, CFRE
Pomai Toledo
Inger Tully, CFRE

VI. Approval of 2020 Board Slate — Cathy Alsup, CFRE

Officers

President: Angela Britten, CFRE, Hawaiian Islands Land Trust
President-Elect: Michelle Morihara, MBA, Honolulu Museum of Art
Secretary: Laura Kay Rand, Hawaii Foodbank, Inc.
Treasurer: Eric La'a, CFRE, Hawai'i Community Foundation
Past-President: Cathy Alsup, CFRE, American Cancer Society

Directors

Mariko Chang, Honolulu Civil Beat
Hugh R. Jones, JD, University of Hawaii Foundation
Pi'ilani Kai, MSW, Waimanalo Health Center
Janice Knapp, CFRE, Navian Hawaii formerly Hospice Hawaii
Cynthia Lallo, CFRE, CLC Consulting
Cara Mazzei, CFRE, Nature Conservancy Hawai'i
Jennifer Oyer, CFRE, Community Impact Advisors
Lissa Schiff, Punahou School
Pomai Toledo, The Friends of Iolani Palace
Inger Tully, CFRE, Hawai'i Community Foundation
Keoni Vaughn, CFRE, Pacific Animal Initiatives

VII. Acknowledge New Board Members — Cathy Alsup, CFRE

VIII. Meeting Adjournment — Cathy Alsup, CFRE

**Board members who have completed their current term.*

AFP Aloha Chapter
Annual Meeting
December 3, 2018
The Pacific Club - Card Room

The meeting was called to order at 11:55 a.m. by Angela Britten, President-Elect.

Attendance: A total of 55 people in attendance (43 AFP members + 12 non-members). A quorum, a minimum of 10% of current AFP members, was in attendance. The following current and in-coming board members were present at the meeting: Angie Britten; Brooke Carroll, Chelsie Castillo, KC Collins, CFRE; Jennifer Dotson, Martha Hanson; Pi'ilani Kai, Janice Knapp, CFRE; Eric La'a, Laura Kay Rand; Sanae Tokumura, ACFRE, APR; Pomai Toledo, Susan Oshiro, Administrator. Cathy Alsup, CFRE, was present via phone.

Approval of Minutes: The meeting minutes of the 2017 Annual Meeting minutes was circulated in the annual meeting program for review. The motion to approve the minutes was made by KC and seconded by Sanae, and approved.

Finance/Treasurer's Report: Angie reviewed the November financials, which were included in the annual meeting program. The motion to approve the Finance/Treasurer's Report was made by Martha Hanson, seconded by KC Collins, CFRE, and approved.

Recap of 2018 Chapter: Angie directed attention to the inside front cover of the annual meeting program, which contained a message from AFP Aloha Chapter President Cathy Alsup, CFRE, and the Chapter's highlights from 2018. Highlights included:

- 10 professional development sessions
- 3 networking pau hana events
- 18 scholarships provided for professional development events
- CFRE study group conveyance, with 1 new CFRE this year and 5 others taking the test next year
- Raised over $5,000 for the AFP Be the Cause campaign

2018 Professional Development was also recapped in the report and included:

- February 15; Sustaining Your Major Gifts Program
- March 2-3; How Do I Get Money in the Door
- April 4-5; HAIS, Create Your Fund Development Plan
- April 15-17; AFP International Conference
- August 3; Why Do Donors Give?
- September 11; Donor Experience, DX Unlocks the Future of Your Fundraising Relationships
- October 29-30; Fundamentals of Fundraising
- November 15; National Philanthropy Day

Acknowledgement of 2018 Board Members: Angie expressed gratitude to the members who have served on the 2018 board. Officers: Cathy Alsup, CFRE (President); Sanae Tokumura, ACFRE, APR (Past President); Angela Britten, (President-Elect); Patti Look (Treasurer); Laura Kay Rand (Secretary). Directors: Chelsie Castillo; KC Collins, CFRE; Jennifer Dotson; Martha Hanson; Maile Kawamura; Janice Knapp, CFRE; Eric La'a; Cynthia Lallo, CFRE; Mike Robinson; Rozetta Wiliams.

Approval of 2019 Board Slate: Angie directed attention to the 2019 Board of Directors slate, which was on the front cover of the annual meeting program:

President: Cathy Alsup, CFRE
Past President: S. Sanae Tokumura, ACFRE, APR
President-Elect: Angela Britten, CFRE
Secretary: Laura Kay Rand
Treasurer: Patti Look

Directors:
Brooke Carroll
Chelsie Castillo
Jennifer Dotson
Pi'ilani Kai
Janice Knapp, CFRE
Eric La'a
Cynthia Lallo, CFRE
Michelle Morihara
Pomai Toledo
Inger Tully

The motion to approve the 2019 Board of Directors Slate was made by Betty Mastrantonio, seconded by Martha Hanson, and approved.

Acknowledge New Members: Angie recognized the new board members who are joining the board in 2019.

There being no further business, the meeting was adjourned at 12:03 p.m.

Respectfully Submitted, Laura Kay Rand, Secretary

AFP Aloha Chapter
Balance Sheet
As of November 30, 2019

Current Assets	
Checking/Savings	
First Hawaiian Checking	$13,753.00
Savings-Capital One	$22,025.26
Total Checking/Savings	$35,778.26
Total Current Assets	$35,778.26
	$35,778.26
Equity	
Opening Balance Equity	$40,171.58
Retained Earnings	$19,402.92
Net Income	-$23,796.24
Total Equity	$35,778.26
	$35,778.26